

Message Text

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ACTION EUR-06

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P R 021351Z AUG 74

FM AMEMBASSY BELGRADE

TO USDOC WASHDC PRIORITY

AMEMBASSY LONDON

INFO SECSTATE WASHDC 0164

UNCLAS BELGRADE 3830

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: MAJOR PRODUCT OPPORTUNITY: STEEL PIPE FOR NAFTAGAS

REF: A. STATE 166329 B. BELGRADE 3662

SUMMARY. EMBASSY RECOMMENDS ADDITIONAL USDOC ACTION TO HELP HOLD THIS MAJOR TRADE OPPORTUNITY OPEN TO US FIRMS. WE SUGGEST EMBASSY LONDON CONTACT U.S. STEEL. END SUMMARY.

1. CONTENTS REFTEL A PASSED TO NAFTAGAS. STRESSING URGENCY, COMPANY OFFICIAL ASKED WHETHER USDOC COULD LOCATE OTHER U.S. COMPANIES PREPARED TO BID ON SHORT NOTICE. HE SAID NAFTAGAS IS NOT COMMITTED TO DO BUSINESS THROUGH BALL-REID.

2. NAFTAGAS OFFICIAL REITERATED WILLINGNESS TO SEND PERSONNEL TO NEGOTIATE IN U.S. IF REASONABLE CHANCE EXISTS TO OBTAIN INITIAL ORDER OF PIPE AT COMPETITIVE PRICE WITHIN REQUIRED TIMETABLE. INITIAL ORDER WILL CALL FOR ABOUT 36,000 TONS OF VARIOUS DIAMETERS OF WHICH 5,000 TO 10,000 TONS SHOULD BE SUPPLIED IN DECMEBER AND BALANCE NEXT YEAR. IN 1975 NAFTAGAS PLANS ISSUE TENDER FOR BALANCE OF 45,000 TONS MENTIONED REFTEL B (BEING REPEATED TO LONDON). ADDITIONAL PIPE WILL BE ORDERED IN 1976. TOTAL REQUIREMENTS WILL AMOUNT TO ABOUT 70,000 TONS.

4. GENERAL SPECIFICATIONS FOR INITIAL ORDER ARE:

APPROXIMATELY

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KMS TONS

(A) 30" PIPE API 5L X - 60 APPROX.	118	17,800
(B) 28" PIPE API 5L X - 60 APPROX.	39	4,500
(C) 24" PIPE API 5L X - 60 APPROX.	68	7,000
(D) 20" PIPE API 5L X - 60 APPROX.	41	3,300
(E) 18" PIPE API 5L X - 60 APPROX.	8	535
(F) 14" PIPE API STD. 5L-B	6	430
(G) 16" PIPE API STD. 5L-B	17	1,317
(G) 18" PIPE API STD. 5L-B	8	730

5. PROMPT USDOC RESPONSE TO REFTEL FAVORABLY IMPRESSED NAFTAGAS. WE BELIEVE ADDITIONAL ACTION WILL HELP HOLD THIS MULTI-MILLION DOLLAR OPPORTUNITY OPEN TO U.S. FIRMS AND ALSO ENCOURAGE NAFTAGAS TO ALERT US TO FUTURE NEEDS. OUR INTEREST IN NEED FOR PIPE HAS ALREADY INDUCED NAFTAGAS TO PROMISE EARLY INFORMATION NEXT WEEK ON TENDER FOR \$5-8 MILLION TENDER FOR TELECOMMUNICATION AND SUPERVISORY CONTROL EQUIPMENT FOR PIPELINE. COMPANY IS ENGAGED IN OTHER REFINERY AND PIPELINE DEVELOPMENTS, INCLUDING ITS PARTICIPATION IN MAJOR PAN ADRIA PROJECT.

6. ACTION REQUESTED: EMBASSY RECOMMENDS COMMERCE CONTACT ADDITIONAL U.S. SUPPLIERS AND INFORM US WHICH (INCLUDING KAISER) WISH TO BID AND WHETHER AND WHEN THEY WOULD LIKE TO RECEIVE NAFTAGAS VISITORS. WE WOULD APPRECIATE AT LEAST INTERIM REPLY WITHIN ONE WEEK. WE SUGGEST EMBASSY LONDON MAKE SURE U.S. STEEL HAS INFORMATION, INCLUDING SPECIFICATIONS, ON THIS OPPORTUNITY AND LET US KNOW COMPANY'S INTENTIONS.
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